

Message Text

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ACTION NEA-10

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UNCLAS TEHRAN 10363

EO 11652: NA
TAGS: BEXP, IR
SUB: U.S. BUILDING PRODUCTS AND CONSTRUCTION EQUIPMENT TRADE
MISSION TO IRAN, JANUARY 1977

REF: STATE 247302

1. POST CONCURS IN SUGGESTED ITINERARY TEHRAN AND ISFAHAN SUBJECT TO CONFIRMATION THAT HOTEL AVAILABLE IN ISFAHAN. WE WILL ADVISE.
 2. INTERCONTINENTAL TEHRAN STATES IT HAS RESERVATIONS MADE VIA NEW YORK FOR A TRADE MISSION IN TIME PERIOD REQUESTED (10 SINGLES, ONE SUITE). HOTEL WILL REQUIRE NAMES OF INDIVIDUALS 4-5 WEEKS PRIOR TO ARRIVAL. WE WILL ASSUME THAT THESE RESERVATIONS REFER TO REQUEST MADE BY SUBJECT MISSION IN US UNLESS WE HEAR OTHERWISE.
 3. TRADE CENTER AVAILABLE FOR MISSION USE.
 4. COMMERCIAL STAFF IS COMPILING CONTACT LIST FOR SAHO FAIR LATTER PART OF NOVEMBER AND THIS LIST WILL ALSO BE BASIS FOR TRADE MISSION LIST.
 5. POST ASSUMED THAT RECRUITER HAS MADE USE OF CONTRACT RESEARCH ON BUILDING AND CONSTRUCTION SUBMITTED DECEMBER 1975 IN ASSESSING POTENTIAL AND THEREFORE DID NOT MAKE PARTICULAR COMMENTS. SUGGEST ALSO THAT RECRUITER KEEP IN MIND THAT LICENSING ARRANGEMENTS/JOINT VENTURES IN BUILDING COMPONENTS PROBABLY HAVE GREATER MEDIUM-TERM
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POTENTIAL FOR SUCCESS THAN FOR DIRECT SALES.

6. RE ISFAHAN PORTION, CONSULATE HAS BEEN OPEN SINCE FALL OF 1975 AND CONSUL AND VICE-CONSUL WILL ESCORT TRADE MISSION.

7. NOTE: SUTTEST THAT TEHRAN/ISFAHAN/TEHRAN PORTION BE INCLUDED ON INTERNATIONAL TICKET. TICKETS FOR IRAN AIR INTERNAL TRAVEL CAN BE PURCHASED ONLY FOR CASH (RIALS) IN IRAN AND WILL BE DIFFICULT TO OBTAIN AFTER ARRIVAL. INCLUSION ON INTERNATIONAL TICKET ALSO ENTAILS NO ADDITIONAL CHARGE BECAUSE MILEAGE ALLOWANCE COVERS.
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